

## Message Text

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17

ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OED/SIPS/B.L.WHIPPLE

APPROVED BY EB/OCA/CM/JSIMMONS

COM/BIC/OED/SIPS/BLWHIPPLE

COM/BIC/OED/SIPS/SSLEON

COM/BIC/OED/OBOD/RECOHEN

COM/BIC/OIM/RMUENZER

STATE/ARA/BC/RPACE

ARA/BC/RPACE(INFO)

----- 041676

R 082218Z OCT 75

FM SECSTATE WASHDC

TO AMEMBASSY LA PAZ

UNCLAS STATE 240346

E.O. 11652: NA

TAGS: BEXP, BL

SUBJECT: PRODUCT OPPORTUNITY - BEECH T-34C TRAINERS

REF: TELECON EDGAR ROJAS - THOMAS BREWER (USDOC) AND

--- LA PAZ 7041

1. USDOC/SIPS HAS MADE CONTACT WITH BEECH AND THEY ADVISED THAT THEY ARE VERY INTERESTED, BUT UNABLE TO MAKE DEMONSTRATION IN BOLIVIA. THEY ARE PREPARED TO DEMONSTRATE TRAINER AT WICHITA AT BOLIVIAN AIR FORCE EARLIEST CONVENIENCE.

2. PLEASE ADVISE NAMES OF PERSONS, TITLES AND RANKS WITH ADDRESS, TELEPHONE NUMBERS AND TELEX NUMBERS AND ADVISE IF BOLIVIANS WOULD LIKE TO PLACE CALL OR RECEIVE CALL FROM BEECH.

3. BEECH WILLING TO DEAL DIRECT WITH AIR FORCE AS THEY REQUESTED AND ARE PREPARED TO INVITE THEM TO WICHITA,KANSAS.

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4. PERSONS AT BEECH ARE MR. MICHAEL G. NEUBURGER, SENIOR VICE PRESIDENT, FRANK HUTTON, INTERNATIONAL SALES, AND MR. ROBERT E. STAGGS, PROJECT SALES: ADDRESS IS BEECH AIRCRAFT CORPORATION, DEPT.-97, WICHITA, KANSAS 67201; TELEPHONE AC-316/689-7057; TELEX 7422.

5. REQUEST ADVISE USDOC/SIPS REQUESTED INFO AND HOW BEECH IS TO PROCEED.

6. FYI, MR. STAGGS OF BEECH WAS CONTACTED BY CAPT. MARVIN B. ALLEN, USMILGP - AFSEC IN SANTA CRUZ JUNE 23 AND STAGGS REPLIED ON HIS RETURN JULY 23 WITH INFO REQUESTED FOR SIX TRAINERS.

7. ECUADOR AND VENEZUELA ALSO VERY INTERESTED AND HAVE SENT EVALUATION TEAMS TO BEECH AND HAVE FLOWN AIRCRAFT  
END FYI. KISSINGER

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## Message Attributes

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**Concepts:** n/a  
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**Review Date:** 29 SEP 2003  
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**TAGS:** BEXP, BL  
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